

**Indiana Real Estate Commission  
CE Sponsor - RE Broker**

7/13/23

7:20AM

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| <b>Northwest Indiana Realtors Association</b> |   | (219) 765-3600 sara@gniar.com |
| 100   | How to Better Serve Those Who've Served You                                     |                               |
| 101   | Business to Business Principles: How to Serve Your Clients By Better Serving    | 2.00                          |
| 102   | All About the Money   | 2.00                          |
| 103   | Real Estate in the Digital Days   | 2.00                          |
| 104   | The Realtors Code (NAR)   | 3.00                          |
| 105   | Understanding Contingencies   | 2.00                          |
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| 107   | Representing Seller Clients   | 2.00                          |
| 108   | Closing Short Sales   | 2.00                          |
| 109   | Embracing an Ethical Environmental  | 3.00                          |
| 11  | The Code of Ethics: Our Promise of Professionalism - Quadrennial Third Quarter  | 4.00                          |
| 110   | Creating Diversity, Equity and Inclusion Plan for your Brokerage (RB)           | 4.00                          |
| 111   | Role of the Assessor, Assessment Basics, & Property Tax Exemptions              | 3.00                          |
| 112   | Funding Local Governments & Your Tax Bill                                       | 3.00                          |
| 113   | Property Taxes & The ABC to Z of Title Work                                     | 3.00                          |
| 114   | Managing the Electronic Real Estate Transaction                                 | 2.00                          |
| 115   | Commercial verse Residential Real Estate a ICBR & NIRA Collaboration            | 2.00                          |
| 116   | Real Estate, the Internet & Privacy in the Information Age                      | 2.00                          |
| 13  | Residential Forms - Listing and Purchase Forms                                  | 4.00                          |
| 16  | Understanding Contingencies   | 2.00                          |
| 17  | Working With Bank Owned Properties (REO'S)                                      | 2.00                          |
| 18  | Representing Seller Clients   | 2.00                          |
| 19  | Working With Distressed Sellers   | 2.00                          |
| 20  | Dealing With "Under Water" Sellers  | 2.00                          |
| 21  | Appraisal Applications for Real Estate Licensees                                | 2.00                          |
| 22  | Indiana Real Estate License and Escrow Laws                                     | 2.00                          |
| 29  | License Law - A Review of Senate Bill 275                                       | 2.00                          |
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| 32  | Mortgage Finance and Credit Scoring   | 2.00                          |
| 38  | Understanding New Construction  | 2.00                          |
| 39  | Mortgage Finance and Credit Scoring   | 2.00                          |
| 40  | USPAP and Broker Price Opinion Reports  | 2.00                          |
| 41  | Basic Fundamentals of New Construction Residential Homes                        | 2.00                          |
| 42  | Basic Fundamentals of New Construction Residential Homes                        | 2.00                          |
| 43  | Credit Scoring  | 2.00                          |
| 47  | Commercial Real Estate 101  | 2.00                          |
| 50  | The Law of Agency (Managing Broker Mandatory Course)                            | 2.00                          |
| 51  | Social Media Fair Housing, Legal Issues & License Law                           | 3.00                          |
| 52  | Social Media Ethics for Real Estate   | 3.00                          |
| 53  | Indiana License and Escrow Law  | 2.00                          |
| 54  | Law of Agency   | 2.00                          |
| 55  | Role of the Managing Broker   | 4.00                          |
| 57  | Indiana Housing and Community Development Authority Homeownership Programs      | 2.00                          |
| 58  | CFPB Loan Closing Disclosures   | 2.00                          |
| 59  | Settlement Procedures with CFPB Loan & Closing Disclosures                      | 3.00                          |
| 64  | Mortgage Financing for Real Estate Licensees                                    | 6.00                          |
| 65  | Managing the Real Estate Transaction  | 6.00                          |
| 66  | Representing the Condominium Buyer or Seller                                    | 2.00                          |
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| 69  | FHA HECM Reverse Mortgage, HECM for Home Purchase & the senior in the RE Market | 2.00                          |
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| 75  | Antitrust   | 2.00                          |
| 78  | Home Inspection Survival Guide for REALTORS                                     | 2.00                          |

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| 79 | On-Site Sewage Systems: The Infrastructure Asset That Nobody Boasts About | 4.00 |
| 80 | Community Development Forum - Affordable Housing Partnerships             | 4.00 |
| 81 | The Snippets of Real Estate Law   | 6.00 |
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| 85 | RPR: Making a Member Benefit Work for Your Clients                        | 2.00 |
| 86 | Embracing an Ethical Environment  | 3.00 |
| 88 | 50th Underwriting Process, FHA Appraisals & Credit Scoring                | 2.00 |
| 89 | Who, What, Where, When, Why and How of Real Estate Law                    | 6.00 |
| 90 | NAR's Code of Ethics  | 4.00 |
| 91 | Managing The Transaction (MB and Broker)                                  | 6.00 |
| 92 | Antitrust and Real Estate (MB and Broker)                                 | 2.00 |
| 93 | Net Sheet to Success (MB and Broker)                                      | 2.00 |
| 94 | Unique Topics in Real Estate Practice (Broker only)                       | 6.00 |
| 95 | Procuring Cause in Real Estate  | 2.00 |
| 96 | Real Estate Commission Disciplinary Procedures (Broker & MB)              | 2.00 |
| 97 | IN Tax Sales & Understanding the Real Estate Tax Process                  | 3.00 |
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realestate@amersc.com

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| 1 | Indiana 4 Hour Managing Broker Course             | 4.00  |
| 2 | Indiana 8 Hour Real Estate Ethics                 | 8.00  |
| 3 | Indiana 12 Hour Real Estate Law & Contract Review | 12.00 |
| 4 | Indiana 12 Hour Real Estate Financing             | 12.00 |
| 5 | Indiana 8 Hour Property Management Course         | 8.00  |
| 6 | Indiana 4 Hour Course for Managing Brokers        | 4.00  |
| 7 | Indiana 4 Hour Managing Broker Course             | 4.00  |
| 8 | Indiana 3 Hour NAR Code of Ethics                 | 3.00  |

#### 1st Team U

(219) 324-1584

1stteamu@gmail.com

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| 10 | Settlement Procedures                      | 2.00  |
| 11 | Code of Ethics                             | 2.00  |
| 14 | Buyer Representation                       | 2.00  |
| 15 | Red Flags in Property Inspection           | 2.00  |
| 16 | Environmental Concerns in Real Estate      | 2.00  |
| 17 | Financing and Real Estate                  | 2.00  |
| 18 | Fair Housing In Real Estate                | 2.00  |
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| 24 | Real Estate Appraisals                     | 2.00  |
| 25 | Anti-Trust in Real Estate                  | 2.00  |
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| 27 | Agency and Real Estate                     | 2.00  |
| 28 | Risk Management                            | 2.00  |
| 29 | Property Disclosures in Real Estate        | 2.00  |
| 30 | Writing Legal Contracts and using Internet | 2.00  |
| 5  | Purchase Contracts                         | 2.00  |
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| 8  | Agency                                 | 4.00 |
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ice@4ice.com

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rocky@ahice.com

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| 28 | Legal Issues--Fair Housing                                  | 2.00 |
| 35 | Managing Broker Topics - Indiana                            | 4.00 |
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cheryl@beerschoolofrealestate.com

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| 8  | Real Estate Finance Today  | 4.00  |

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holisticbroker@gmail.com

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| 3 | Financing                            | 4.00  |

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michellesmith@callcarpenter.com

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| 56 | Filled Home and the Land Minds                | 2.00 |
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**CBT Alliance, LLC** (866) 538-8193 matt@cbtrealestate.com

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| 12 | Real Estate Ethics and Practice             | 3.00 |
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| CI101 | Financial Analysis for Commercial Investment Real Estate     | 29.00 |
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**CMPS Institute, LLC** (734) 606-0202 julianna@momentifi.com

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| 2 | Mortgage Math Camp                           | 3.00 |
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**Cressy & Everett Real Estate**

(574) 233-6141

jessicacox@cressyeverett.com

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**Dexterity CE LLC**

(512) 893-6679

zeblowe@corp.openmtg.com

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| 2 | Qualifying the Buyer Under the New Regulations           | 3.00 |

**Education Resource, LLC**

(317) 610-6689

jennifer@educationresourcesllc.com

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| 1  | The Appraisal and the Reconsideration of Value                    | 3.00 |
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